

FIG. 1

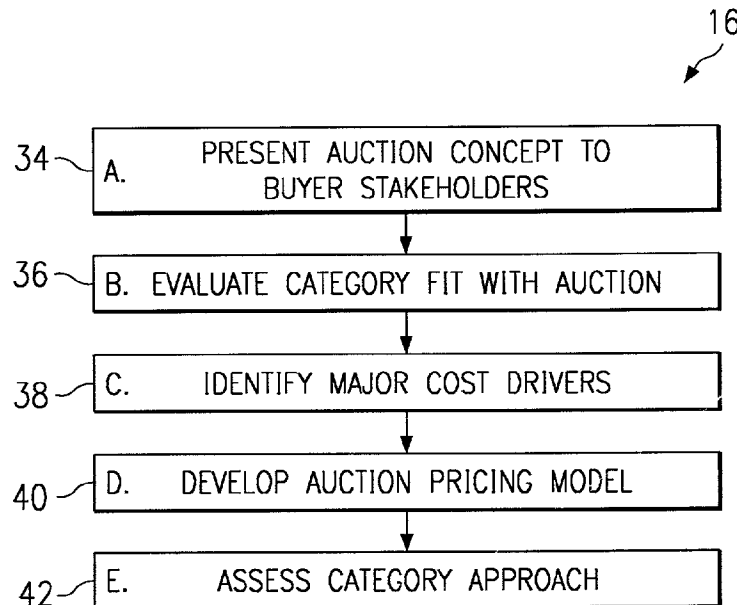


FIG. 2

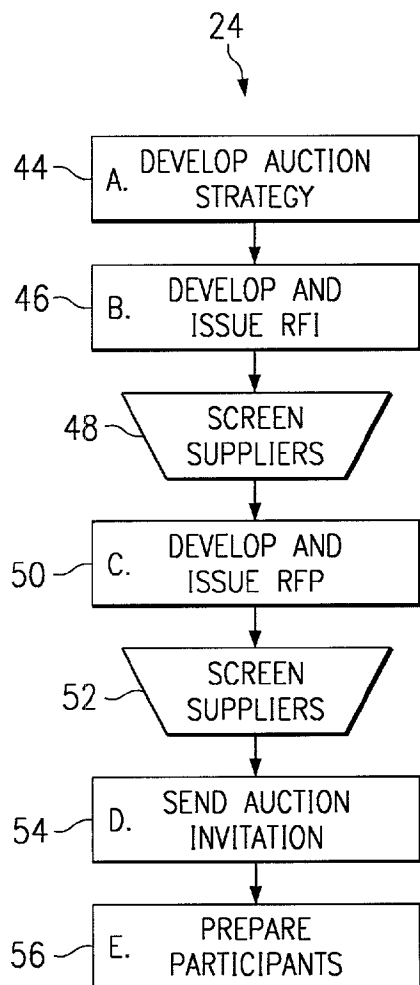


FIG. 3

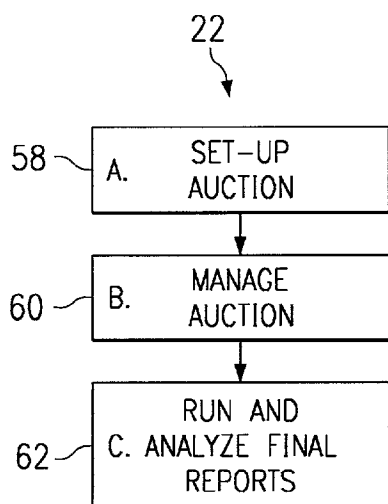


FIG. 4

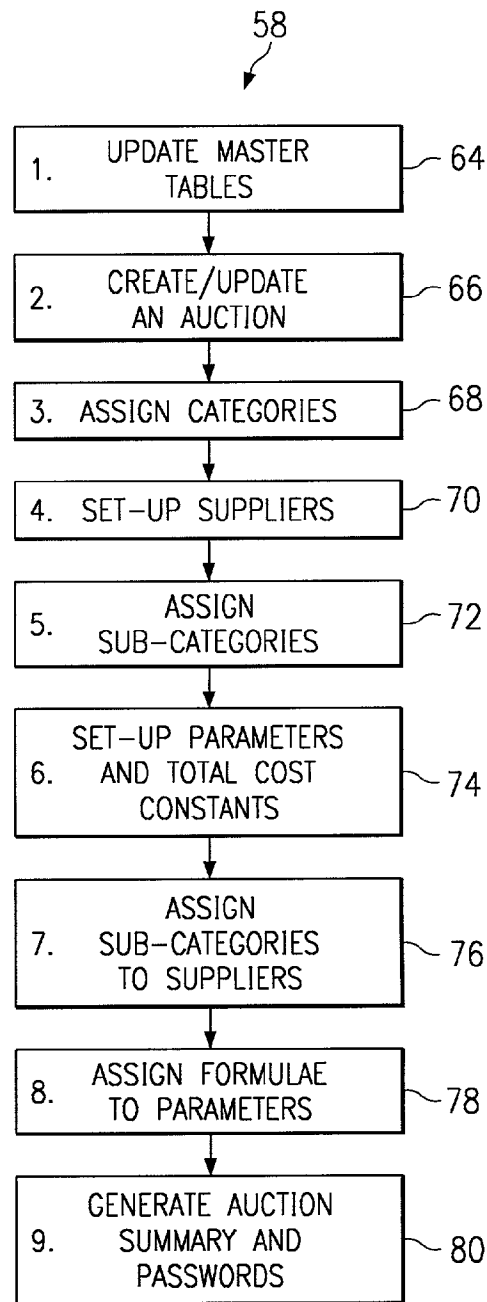
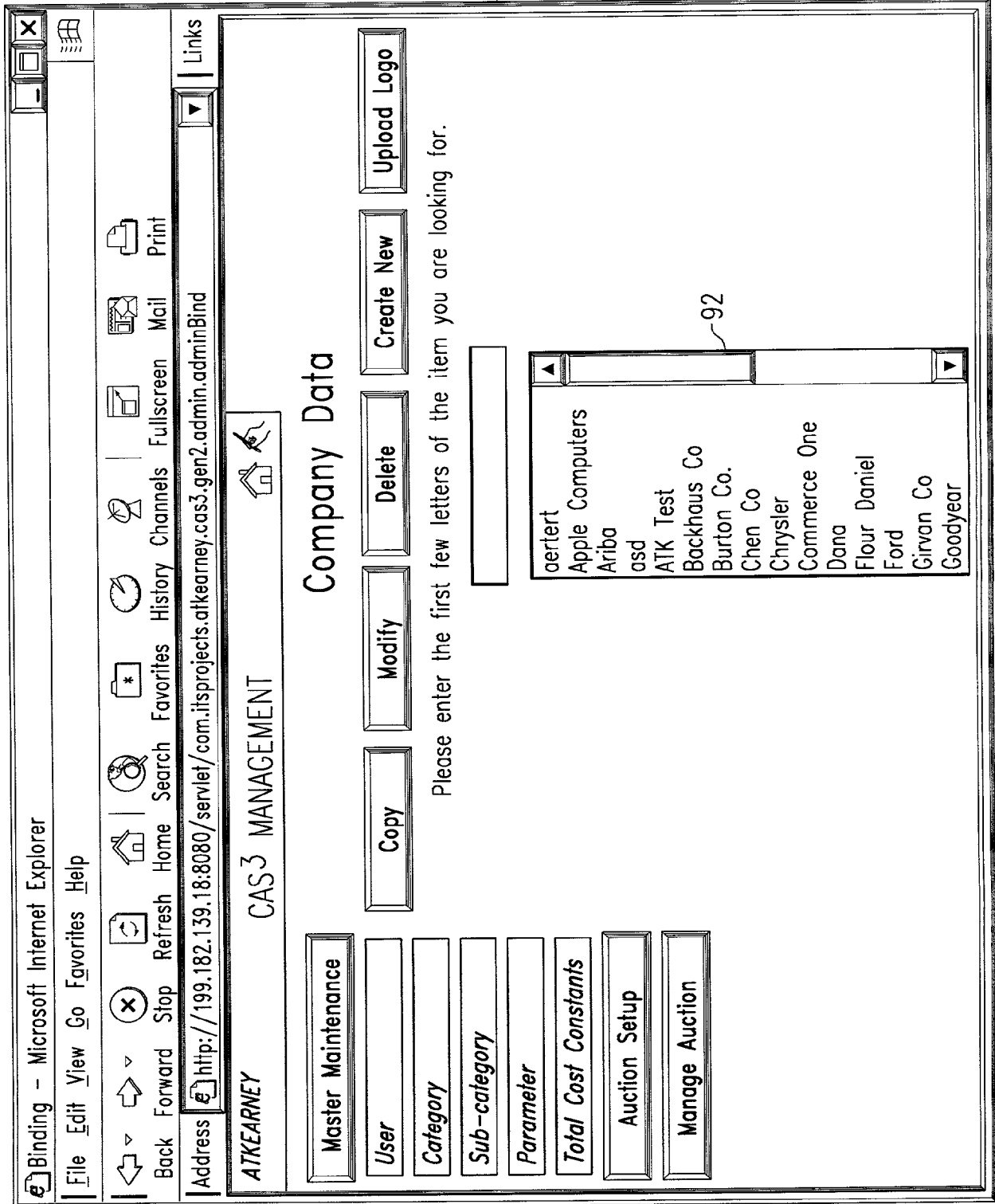


FIG. 5



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FIG. 6

Microsoft Internet Explorer - Binding

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ATKEARNEY CAS³ MANAGEMENT

Master Maintenance	Company Name*		Login Name*	
User	Contact Name*		Email*	
Category	Is Admin	No	Confirm Password	
Sub-category	Admin Password		City*	
Parameter	Street Address 1*		State	
Total Cost Constants	Street Address 2		Country*	
Auction Setup	Zip*		Fax*	
Manage Auction	Phone*		Duns Number	
	Contact Cell Number		Language*	
	Time Zone	GMT	User Defined 2	
	User Defined 1			
	User Defined 3			
	Minority Owned	No	Women Owned	No

Create New

*indicates mandatory fields

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FIG. 7

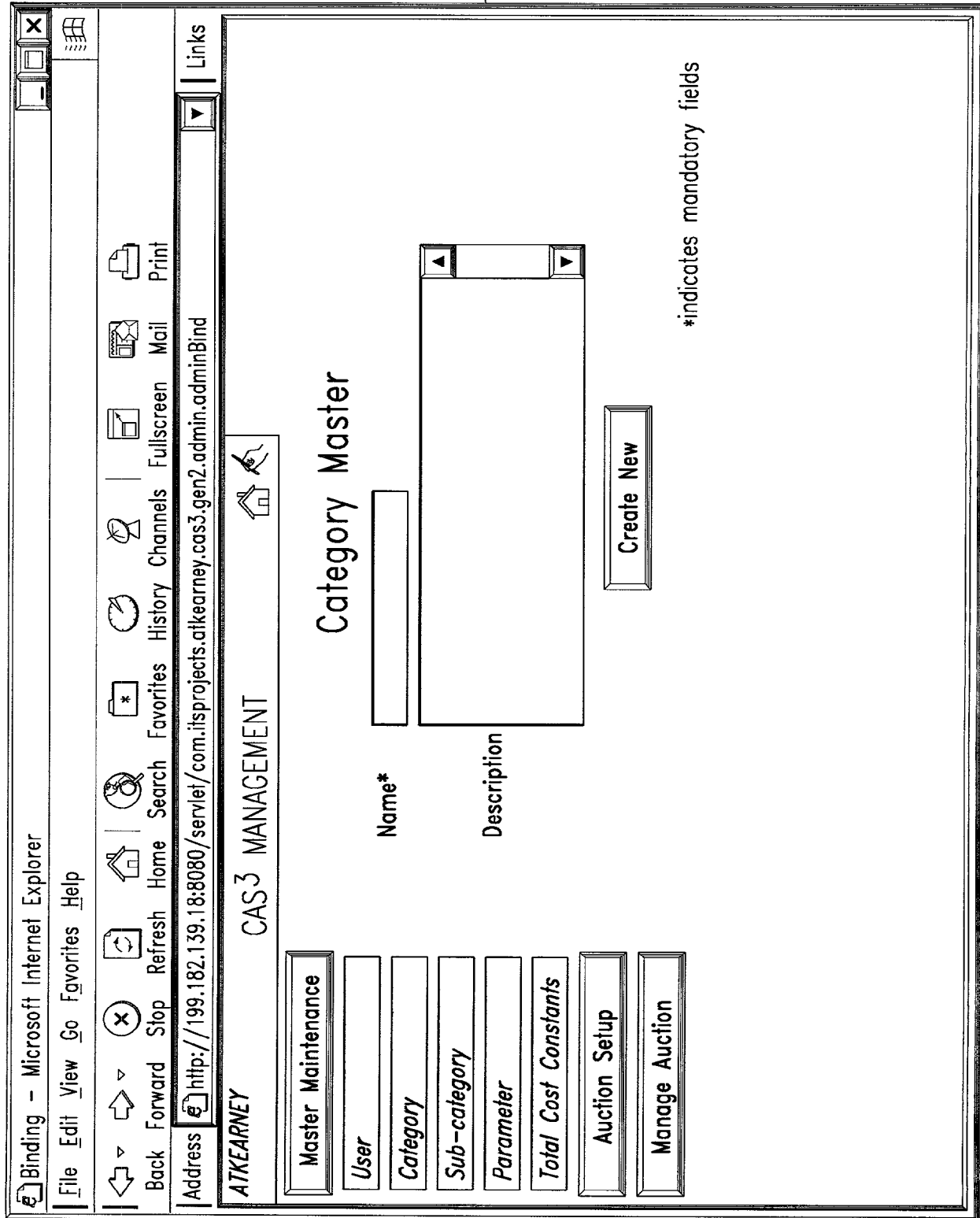
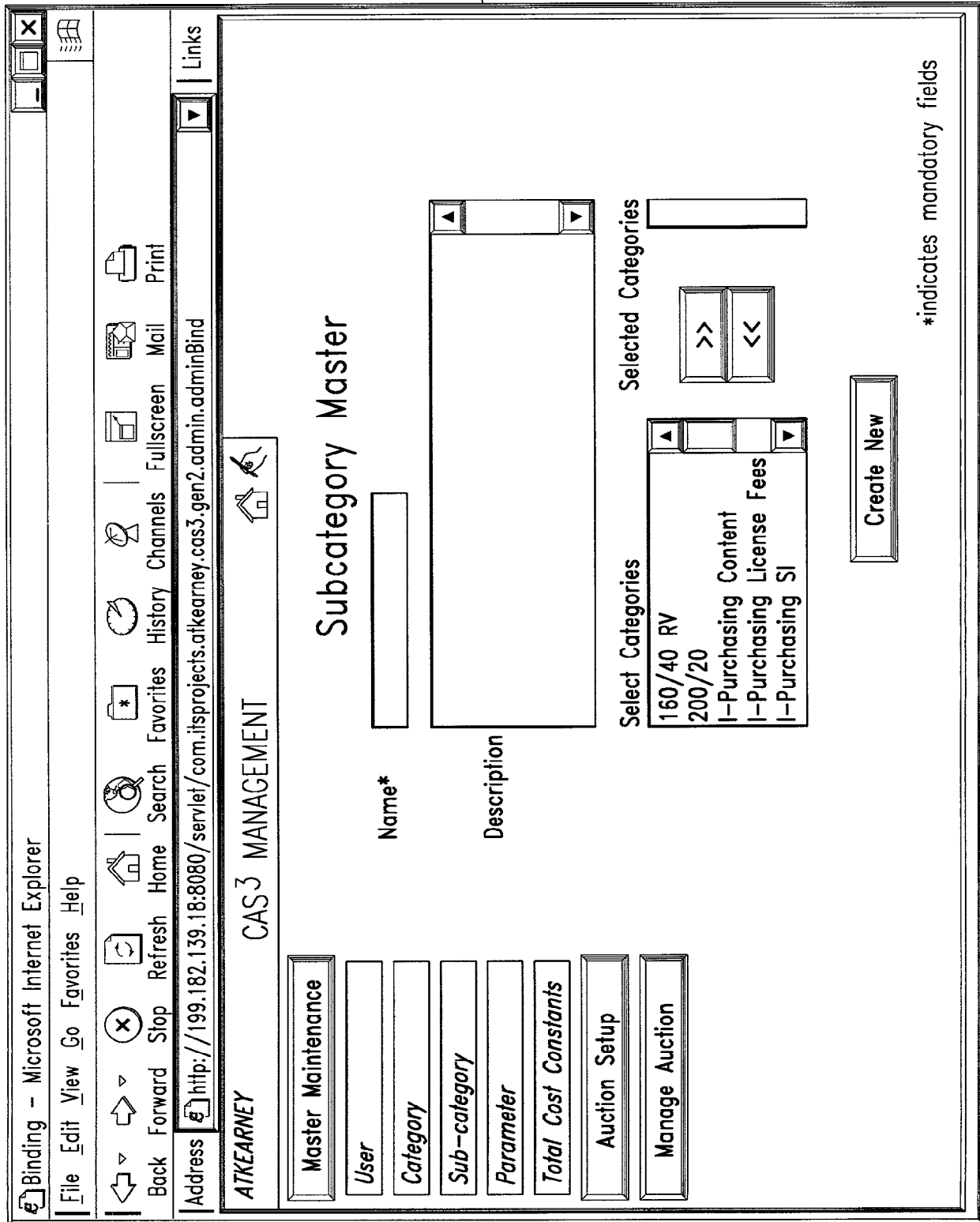
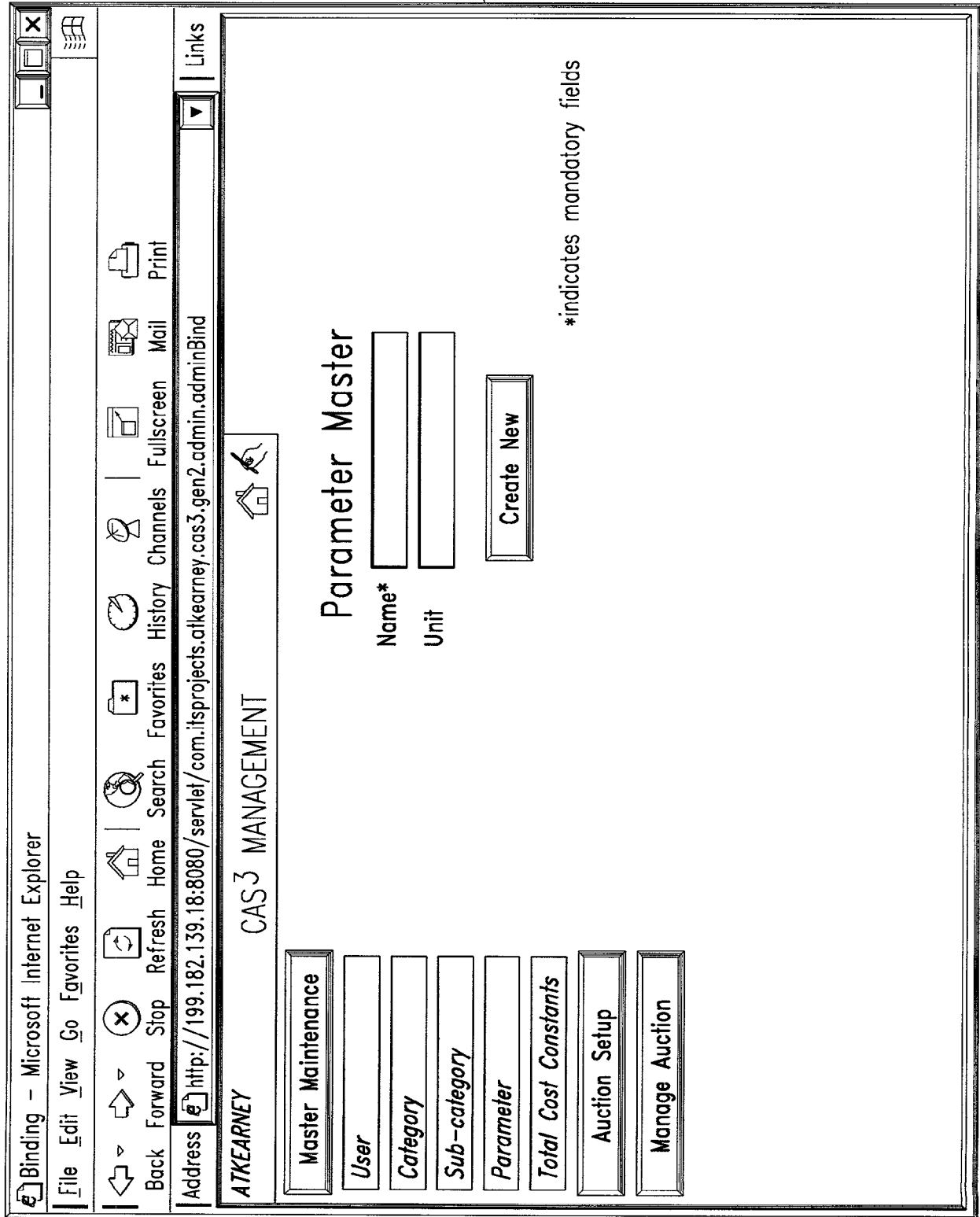


FIG. 8



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FIG. 9



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FIG. 10

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ATKEARNEY CAS3 MANAGEMENT

Master Maintenance
 User
 Category
 Sub-category
 Parameter
 Total Cost Constants
 Auction Setup
 Manage Auction

Constants Master (for Total Cost)

Name*

Unit

Select Parameters
 [-Purch Lic Annual
 Interest Rate
 Price
 SI fixed bid
 Test Parameter

Selected Parameters

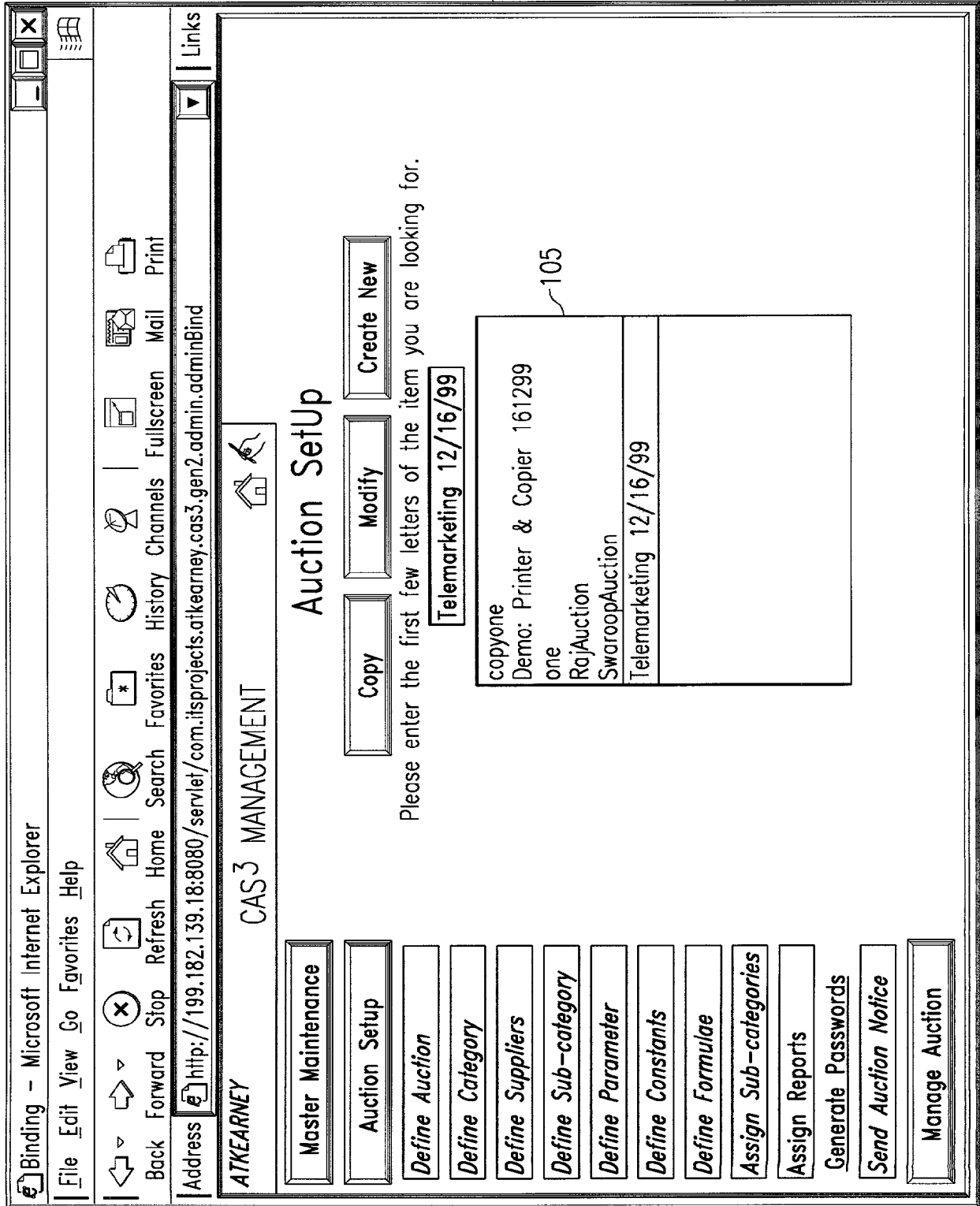
>> <<

Create New

*indicates mandatory fields

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FIG. 11



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FIG. 12A

Binding - Microsoft Internet Explorer
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ATKEARNEY CAS3 MANAGEMENT

Master Maintenance	Auction Name		
Auction Setup	Auction Description		
Define Auction	Buyer	aertert or Create new buyer	
Define Category	RFP#	Toll Free Number	
Define Suppliers	Auctioneer email	Re-enter Auctioneer email	
Define Sub-category	Currency	Auction URL	
Define Parameter	Time Zone	(GMT) Greenwich Mean Time	
Define Constants	Start Date/Time	12/16/1999	09:00
Define Formulae	End Date/Time	12/16/1999	17:00
Assign Sub-categories	Auction Strategy configuration:		
Assign Reports	Definition of new bid (in minutes)	10	
Generate Passwords	Duration of Extension (in minutes)	5	
Send Auction Notice	Maximum number of extensions	12	
Manage Auction	Maximum % difference from previous bid	25.0	
	Minimum % difference from previous bid	1.0	
	Supplier idle time (for messages) in minutes	30	

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FIG. 12B

Binding - Microsoft Internet Explorer
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ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Auctioneer email Re-enter Auctioneer email
 Auction Setup Currency Auction URL
 Auction Strategy configuration: http://

Define Auction Time Zone (GMT) Greenwich Mean Time

Define Category Start Date/Time 12/16/1999 09:00

Define Suppliers End Date/Time 12/16/1999 17:00

Define Sub-category Definition of new bid (in minutes) 10

Define Parameter Duration of Extension (in minutes) 5

Define Constants Maximum number of extensions 12

Define Formulae Maximum % difference from previous bid 25.0

Assign Sub-categories Minimum % difference from previous bid 1.0

Assign Reports Supplier idle time (for messages) in minutes 30

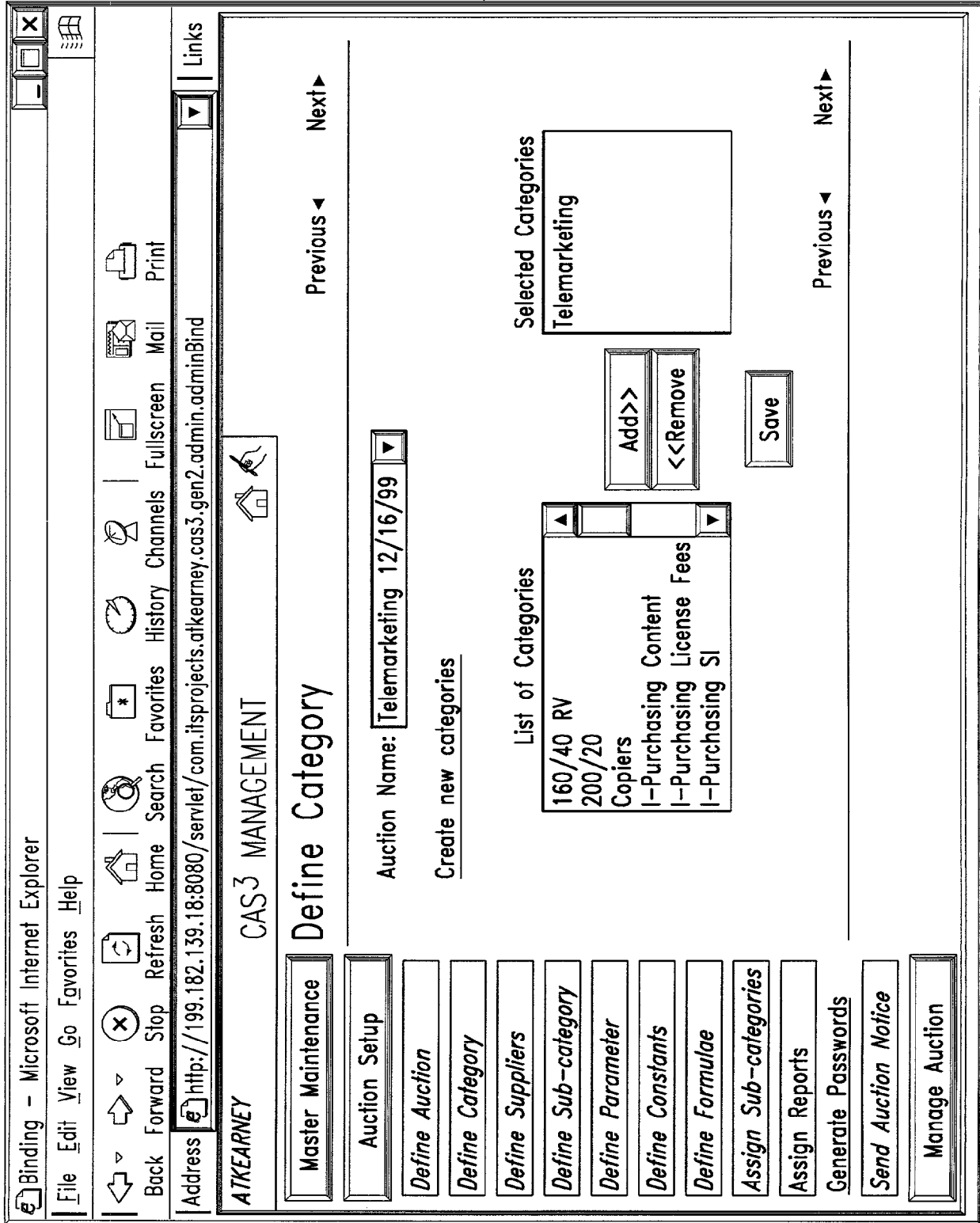
Generate Passwords Price % difference from best to trigger message 1.0

Send Auction Notice Percent better than best bid to suggest 1.0

Manage Auction Create New Next

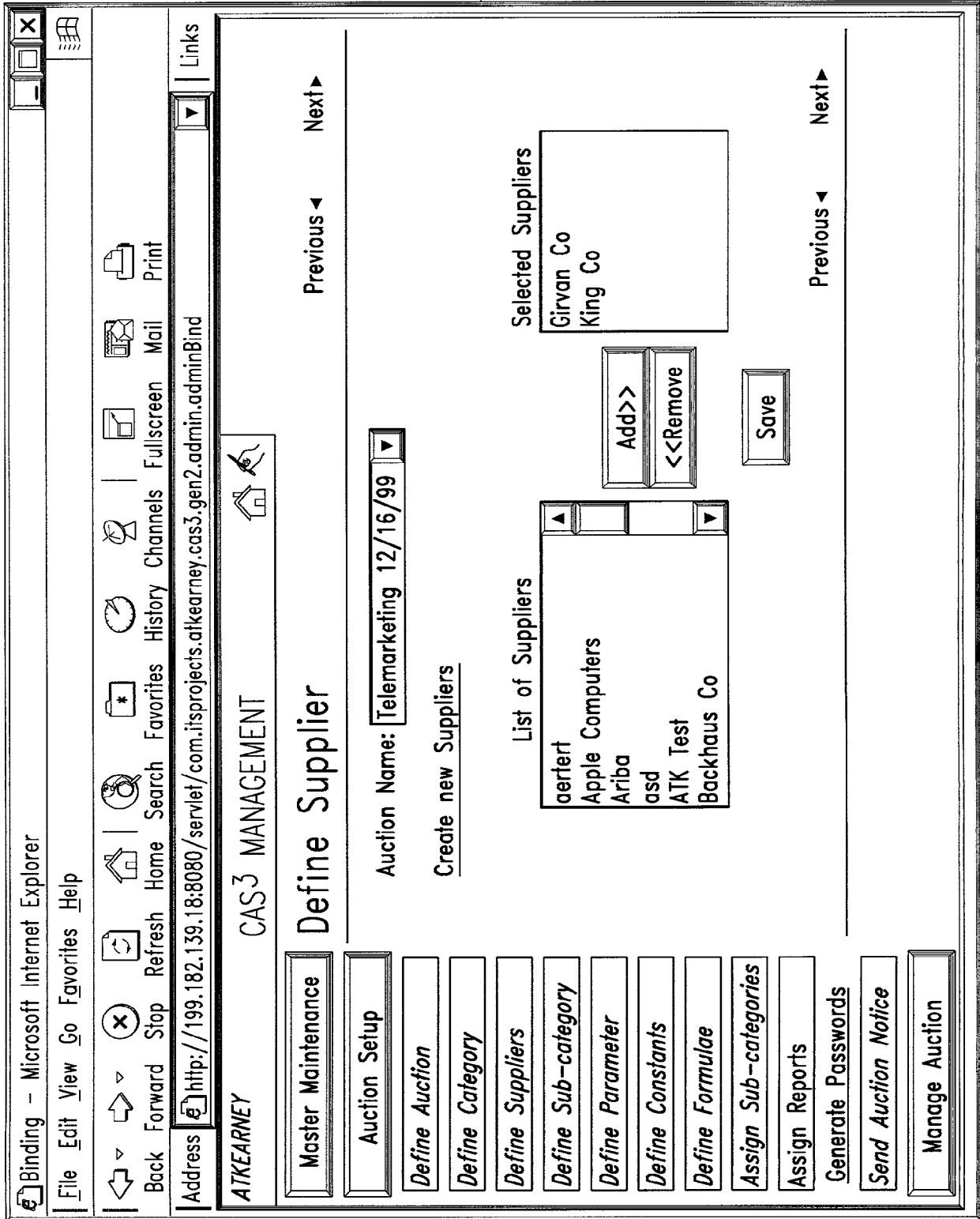
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FIG. 12C



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FIG. 13



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FIG. 14

Binding

Microsoft Internet Explorer

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Links

ATKEARNEY

CAS3 MANAGEMENT

Define Sub-Category

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Previous

Next

Auction Name: Telemarketing 12/16/99

Category: Telemarketing

Create new Sub-category

Save

Previous

Next

Select	Sub-Categories	Quantity
<input checked="" type="checkbox"/>	Inbound sales	150000
<input checked="" type="checkbox"/>	Outbound sales	200000

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FIG. 15

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ATKEARNEY CAS3 MANAGEMENT

Define Parameter

Auction Name: Previous Next

Category: Sub Category:

Select the parameters to be used for the auction or Add new parameters

Select	Parameter	Unit Label	Baseline	Increasing Bids?
<input type="checkbox"/>	Price	\$/Hr	23.5	<input type="checkbox"/>
<input type="checkbox"/>	I-Purch Lic Annual			<input type="checkbox"/>
<input type="checkbox"/>	Interest Rate			<input type="checkbox"/>
<input type="checkbox"/>	SI fixed bid			<input type="checkbox"/>
<input type="checkbox"/>	Test Parameter			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost Per Page			<input type="checkbox"/>
<input type="checkbox"/>	Toner cost/pg			<input type="checkbox"/>
<input checked="" type="checkbox"/>	Training	\$/Hr	14.5	<input type="checkbox"/>
<input type="checkbox"/>	Transportation Cost			<input type="checkbox"/>

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

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FIG. 16A

Binding - Microsoft Internet Explorer
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 Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance	<input type="checkbox"/>	Treadlife			<input type="checkbox"/>
Auction Setup	<input type="checkbox"/>	Interest Rate			<input type="checkbox"/>
Define Auction	<input type="checkbox"/>	Mant. Cost Per Page			<input type="checkbox"/>
Define Category	<input type="checkbox"/>	Operating Cost Per Page			<input type="checkbox"/>
Define Suppliers	<input type="checkbox"/>	SI fixed bid			<input type="checkbox"/>
Define Sub-category	<input type="checkbox"/>	Sorter			<input type="checkbox"/>
Define Parameter	<input type="checkbox"/>	Test Parameter			<input type="checkbox"/>
Define Constants	<input type="checkbox"/>	Toner Cost			<input type="checkbox"/>
Define Formulae	<input type="checkbox"/>	Toner Cost Per Page			<input type="checkbox"/>
Assign Sub-categories	<input type="checkbox"/>	Toner cost/pg			<input type="checkbox"/>
Assign Reports	<input checked="" type="checkbox"/>	Training	\$/Hr	14.5	<input type="checkbox"/>
Generate Passwords	<input type="checkbox"/>	Transportation Cost			<input type="checkbox"/>
Send Auction Notice	<input type="checkbox"/>	Treadlife			<input type="checkbox"/>
Manage Auction	<input checked="" type="checkbox"/>	Vol. Disc. @ \$10M	%	.0	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>	Vol. Disc. @ \$5M	%	.0	<input checked="" type="checkbox"/>
	<input type="checkbox"/>	Warranty Cost			<input type="checkbox"/>

Save Previous Next

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FIG. 16B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY CAS³ MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Define Constants

Auction Name: Telemarketing 12/16/99

Category: Telemarketing

Sub Category: Outbound sales

Parameters: Training

Select the constants to be used in the formulas of the parameters or Add new constants

Select	Constants for Total Cost	Value
<input type="checkbox"/>	Total hours-inbound	
<input checked="" type="checkbox"/>	Total hours-outbound	200000.0
<input checked="" type="checkbox"/>	Training hours-outbound	5000.0
<input type="checkbox"/>	Training hours-inbound	

Save

Previous Next

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FIG. 17

Binding - Microsoft Internet Explorer
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 Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Assign Sub-categories

Auction Name: **Telemarketing 12/16/99** Previous Next

Category: **Telemarketing** Supplier: **King Co**

Select	Sub-categories	Incumbent	Parameters	RFP Bid
<input checked="" type="checkbox"/>	Inbound sales	<input type="checkbox"/>	Price	22.5
			Training	15.0
			Vol. Disc. @ \$5M	.05
			Vol. Disc. @ \$10M	.1
			Switching Cost	5000.0
<input checked="" type="checkbox"/>	Outbound sales	<input type="checkbox"/>	Price	22.5
			Training	15.0
			Vol. Disc. @ \$5M	.05
			Vol. Disc. @ \$10M	.1
			Switching Cost	5000.0

Save Previous Next

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

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FIG. 18

Binding - Microsoft Internet Explorer
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ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Name:

Category:

Sub Category:

Parameters:

Parameters Operators Constants For Total Cost

Verify formula here:

Save Clear Copy Formula Paste Formula Backspace

Previous Next

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)

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FIG. 19A

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

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Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS³ MANAGEMENT

Define Formulae

Previous ◀ Next ▶

Auction Name:

Category:

Sub Category:

Parameters:

Parameters Operators Constants For Total Cost

Verify formula here:

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol.Disc. @ \$10M*Price)
Vol. Disc. @ \$5M	(-Vol.Disc. @ \$5M*Price)

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

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FIG. 19B

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help
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 Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS³ MANAGEMENT

Define Formulae

Previous ◀ Next ▶

Auction Name: Copiers & Printers-test ▶

Category: Printers ▶

Sub Category: Laser Printers ▶

Parameters: Toner Cost Per Page ▶

Parameters Operators Constants For Total Cost
 None Selected ▶ None Selected ▶

Verify formula here:
 Toner Cost Per Page * Number of Pgs/Yr/Printer

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Transportation Cost	
Warranty Cost	
Price	
Toner Cost Per Page	Toner Cost Per Page * Number of Pgs/Yr/Printer

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

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FIG. 20A

Binding - Microsoft Internet Explorer
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 Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Formulae

Master Maintenance Auction Setup Define Auction Define Category Define Suppliers Define Sub-category Define Parameter Define Constants Define Formulae Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction

Previous Next

Auction Name: Tires 12/16/99
 Category: Tires 1
 Sub Category: Tire X
 Parameters: Treadlife
 Parameters Operators Constants For Total Cost
 None Selected None Selected
 Verify formula here: Total Miles / Treadlife * Price
 Save Clear Copy Formula Paste Formula Backspace Previous Next

Parameter	Formula
Price	
Treadlife	Total Miles / Treadlife * Price

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FIG. 20B

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

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Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind>

ATKEARNEY CAS3 MANAGEMENT

Define Formulae

Auction Name:

Category:

Sub Category:

Parameters:

Parameters Operators Constants For Total Cost

Verify formula here:

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training*Training hours-inbound/Total hours-inbound
Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)
Vol. Disc. @ \$5M	(-Vol. Disc. @ \$5M*Price)

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

Previous Next

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FIG. 20C

Microsoft Internet Explorer
 File Edit View Go Favorites Help

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Address <http://199.182.139.18:8080/servlet/com.itprojects.atkearney.cas3.gen2.admin.adminBind>

Links

ATKEARNEY CAS3 MANAGEMENT

Assign Reports

Auction Name: Copiers & Printers-test

REPORTS:

Module	Buyer		Supplier		All
	Normal	View Only	Normal	View Only	
Bids And Quartiles Crosstab	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Percentage Change Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best Bids Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid History Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rank Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Counts Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Activity Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Over Time Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall Movement Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

GRAPHS:

Module	Buyer		Supplier		All
	Normal	View Only	Normal	View Only	
Best Savings Pie Chart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Baseline High Low	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Savings by Supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Percentage Savings for Subcategory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Previous Next

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

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FIG. 21A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS³ MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Save

Previous Next

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Best Savings Pie Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Baseline High Low	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Savings by Supplier	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Percentage Savings for Subcategory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid History Plot	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rank Chart	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Current Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
High Low Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

GRAPHS:

Select All

Bids Percentage Change Report ☒

Best Bids Report ☒

Bid History Report ☒

Rank Report ☒

Bid Counts Report ☒

Bid Activity Report ☒

Bids Over Time Report ☒

Overall Movement Report ☒

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FIG. 21B

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Send Auction Notice

Auction Names: Copiers & Printers-test

Auction Name: Copiers & Printers-test
 Description: Copy of Demo 12/16/99, with different total cost-cf
 RFP No: 12345
 Start Time: 12-16-1999 11:00 PM GMT
 You will log on to Auction at <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.Login>

Auction For Printer Co
 800 No 800-123-4567
 End Time 12-18-1999 11:00 PM GMT
<http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.Login>

Send Auction Notice

Sub Category		Category		Copiers	
		B&W 100 Pgs Per Minute			
Supplier	Price(Down) 9,500.00 [\$ per unit]	Sorter(Down) 150.00 [\$per unit]	Operating Cost Per Page(Down) 0.05[\$ per page]	Maint. Cost Per Page(Down) 0.05[\$ per page]	
Canon(incumbent)	9,300.00	150.00	0.05	0.045	
Ricoh	9,400.00	200.00	0.045	0.05	

Sub Category		Color	
Supplier	Price(Down) 15,000.00 [\$ per unit]	Operating Cost Per Page(Down) 0.18[\$ per page]	Maint. Cost Per Page(Down) 0.07[\$ per page]
Canon(incumbent)	14,500.00	0.015	0.07
Ricoh	16,000.00	0.25	0.07

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

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FIG. 22A

Binding - Microsoft Internet Explorer

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Address

http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY

CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Names: Telemarketing 3-12/16/99

Auction Name Telemarketing 3-12/16/99

Description Telemarketing services

RFP No 1

Start Time 12-17-1999 01:20 AM GMT

You will log on to Auction at http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.Login

800 No 123

End Time 12-17-1999 04:00 AM GMT

Auction For mark.com

Send Auction Notice

Category Telemarketing

Sub Category Inbound sales

Supplier	Price(Down) 23.50[\$/Hr]	Training(Down) 14.50[\$/Hr]	Vol. Disc. @ \$5M(Up) 0.00[%]	Vol. Disc. @ \$10M(Up) 0.00[%]
Girvan Co (incumbent)	23.50	14.50	0.00	0.00
King Co	22.50	15.00	0.05	0.10

Sub Category Outbound sales

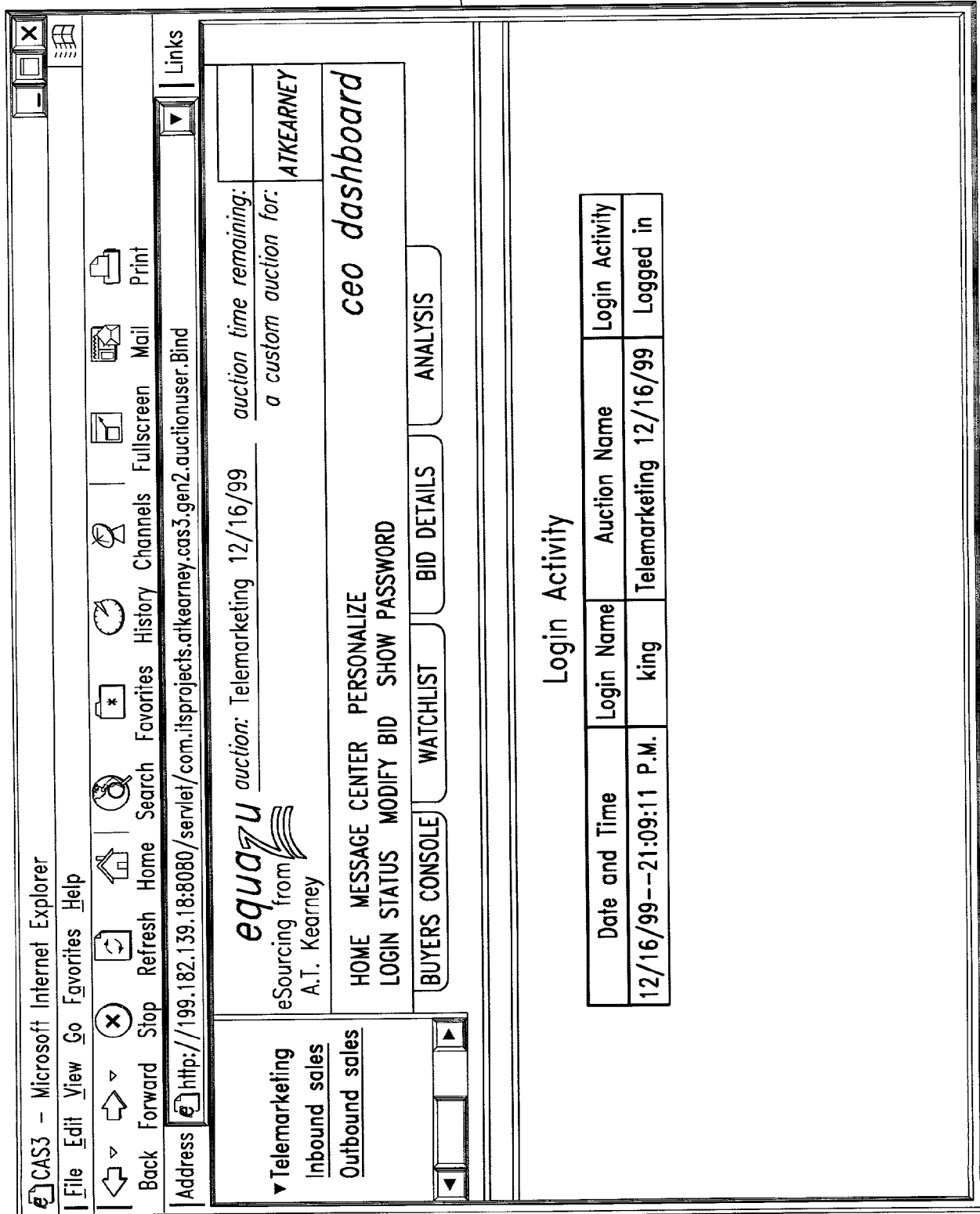
Supplier	Price(Down) 23.50[\$/Hr]	Training(Down) 14.50[\$/Hr]	Vol. Disc. @ \$5M(Up) 0.00[%]	Vol. Disc. @ \$10M(Up) 0.00[%]
Girvan Co (incumbent)	23.50	14.50	0.00	0.00
King Co	22.50	15.00	0.05	0.10

Send Auction Notice

Previous

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FIG. 22B



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FIG. 23

CAS3 - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind>

Links

▼ Telemarketing

Inbound sales

Outbound sales

equaZu

auction: Telemarketing 2-12/16/99

auction time remaining:

eSourcing from A.T. Kearney

HOME MESSAGE CENTER PERSONALIZE

LOGIN STATUS MODIFY BID SHOW PASSWORD

CEO DASHBOARD

WATCHLIST

BUYERS CONSOLE

ANALYSIS

ATKEARNEY

bid details

Category

Telemarketing

Start Time

12/16/1999 04:20 PM

End Time

12/16/1999 11:00 PM

Export To Excel

Sub Category	Price [\$/Hr]	Training [\$/Hr]	Vol. Disc. @ \$5M [%]	Vol. Disc. @ \$10M [%]	Total Cost [\$/Hr]	Savings [\$/Hr]	Savings %	Total Volume Cost [\$/Hr]	Total Volume Savings [\$/Hr]	Quantity	Switching Cost [\$/Hr]
Girvan Co	23.50	14.50	0.00	0.00	23.69	14.31	60.38	3,554,000.00	2,146,000.00	150,000	0.00
King Co	22.50	15.00	0.05	0.10	19.32	18.68	96.64	2,898,750.00	2,801,250.00	5,000.00	5,000.00

Export To Excel

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FIG. 24

Microsoft Internet Explorer
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Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind> Links

equa
eSourcing from
A.T. Kearney

auction: Telemarketing 2-12/16/99 auction time remaining: 00003:29:26
 supplier: King Co a custom auction for: ATKEARNEY

HOME MESSAGE CENTER PERSONALIZE bid details

ANALYSIS

Place Some Bid for Category Telemarketing

Category Telemarketing

Start Time 12/16/1999 04:20 PM End Time 12/16/1999 11:00 PM

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Inbound sales	Price [\$/Hr]	22.50	22.50	<input type="text"/>
	Training [\$/Hr]	14.50	15.00	<input type="text"/>
	Vol. Disc @ \$5M [%]	0.05	0.05	<input type="text"/>
	Vol. Disc @ \$10M [%]	0.10	0.10	<input type="text"/>

Submit Reset

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price [\$/Hr]	22.50	22.50	<input type="text"/>

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FIG. 25A

CAS3 - Microsoft Internet Explorer

File Edit View Go Favorites Help

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Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind> Links

equa
eSourcing from
A.T. Kearney

Telemarketing
Inbound sales
Outbound sales

auction: Telemarketing 2-12/16/99 auction time remaining: 00003:28:23
a custom auction for: ATKEARNEY

HOME MESSAGE CENTER PERSONALIZE *bid details*

ANALYSIS

Sub-category	Parameters	Best Bid	Current Bid	Enter	New Bid
Outbound sales	Price [\$ /Hr]	22.50	22.50		
	Training [\$ /Hr]	14.50	15.00		
	Vol. Disc. @ \$5M [%]	0.05	0.05		
	Vol. Disc. @ \$10M [%]	0.10	0.10		

Submit Reset

FIG. 25B

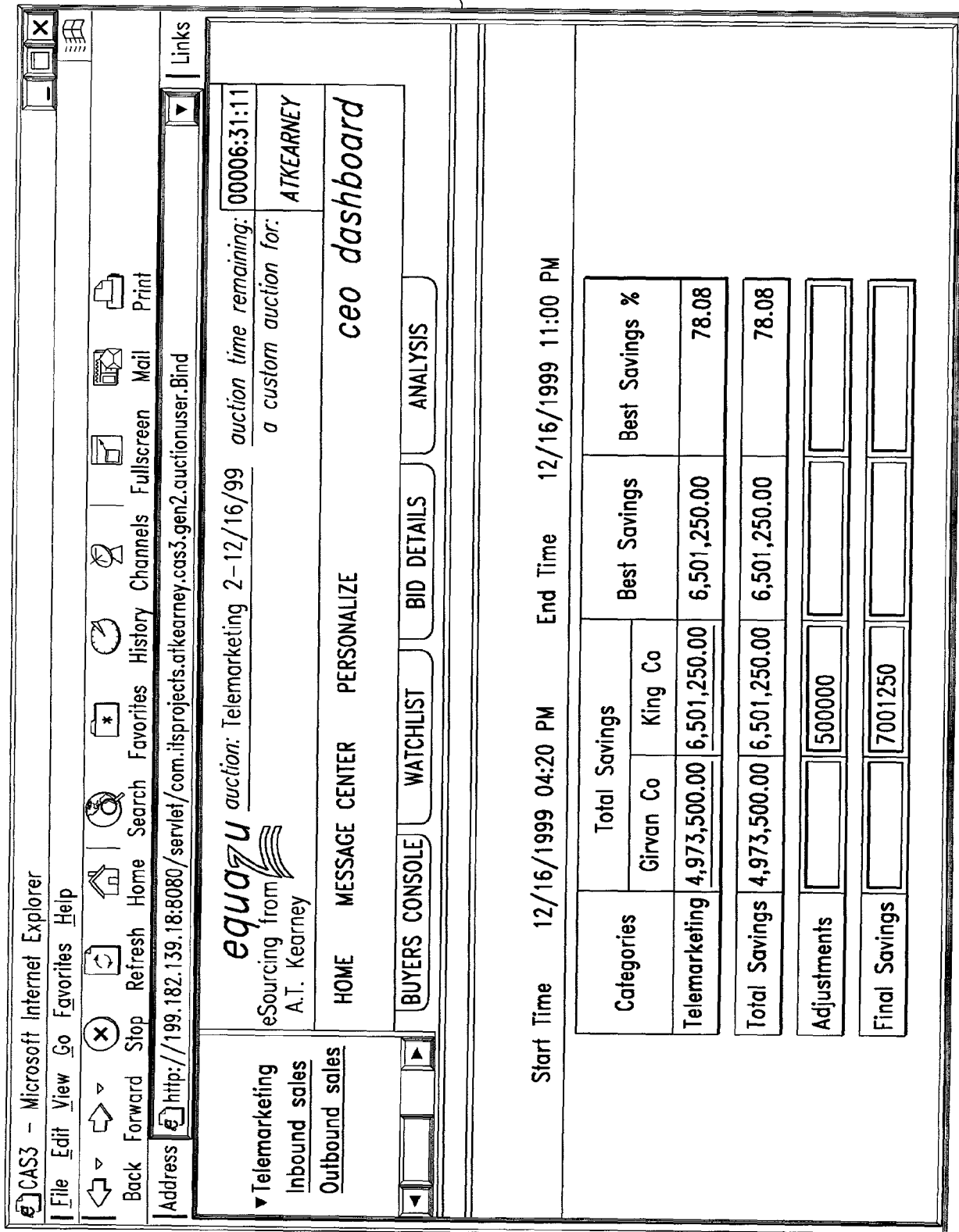
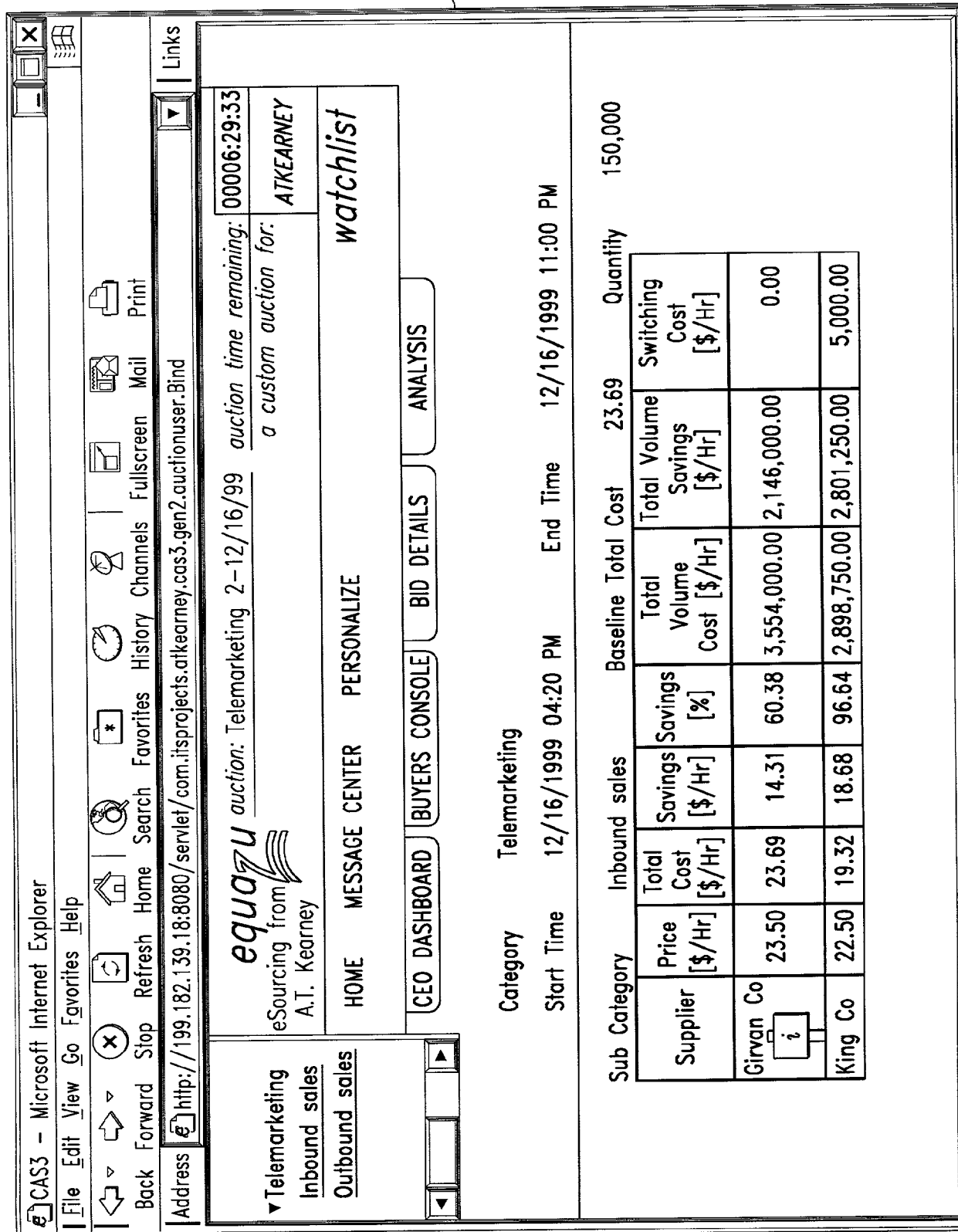


FIG. 26



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FIG. 27

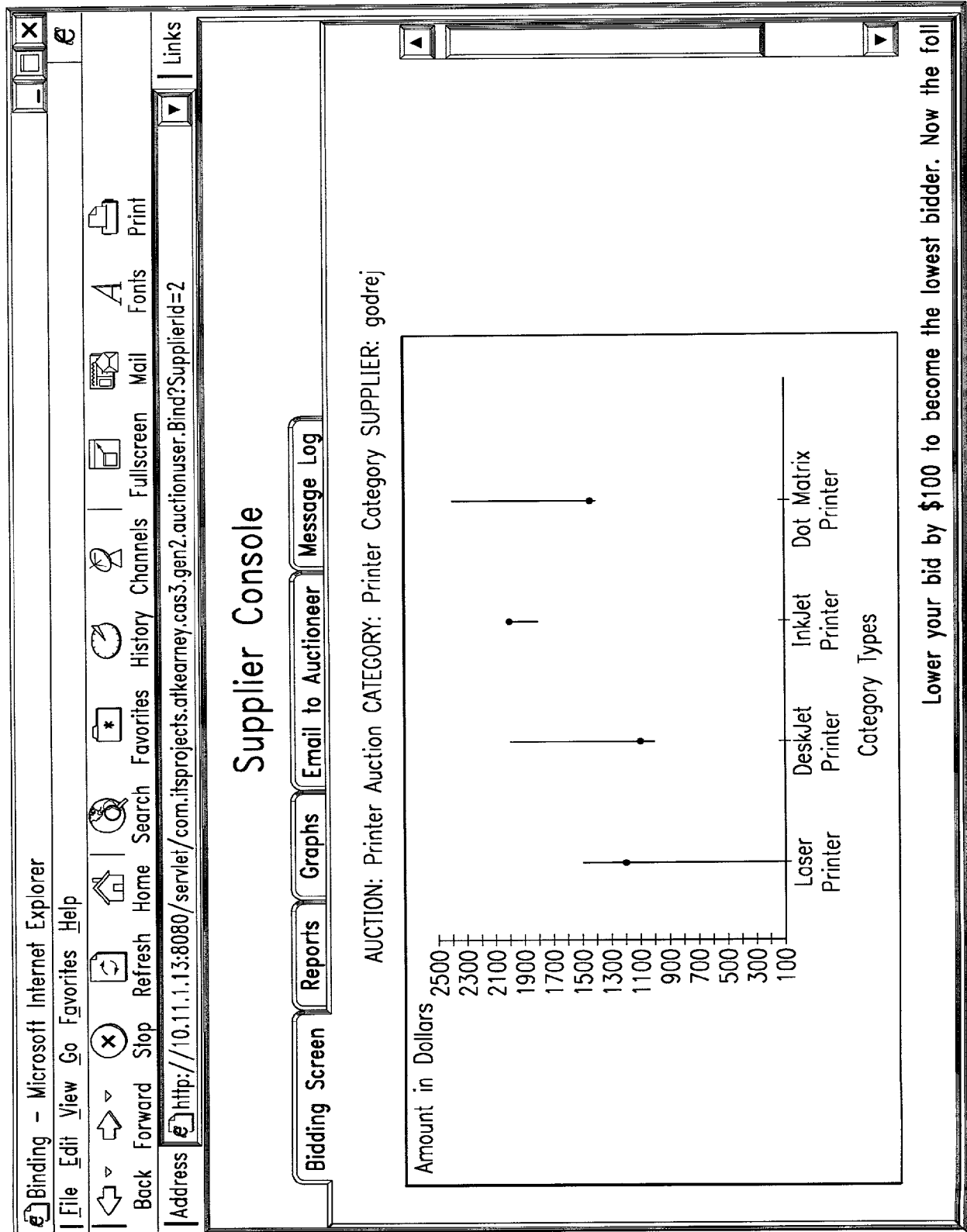


FIG. 28

FIG. 29

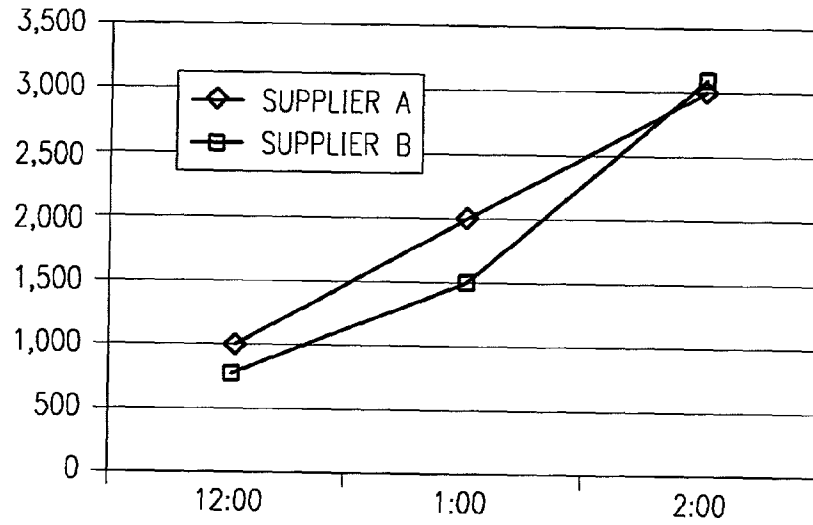


FIG. 30

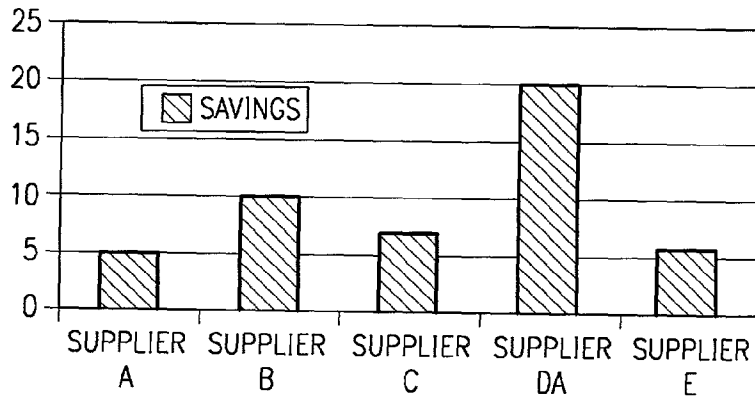
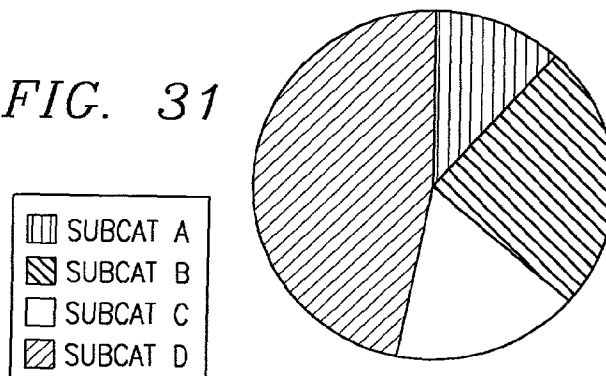


FIG. 31



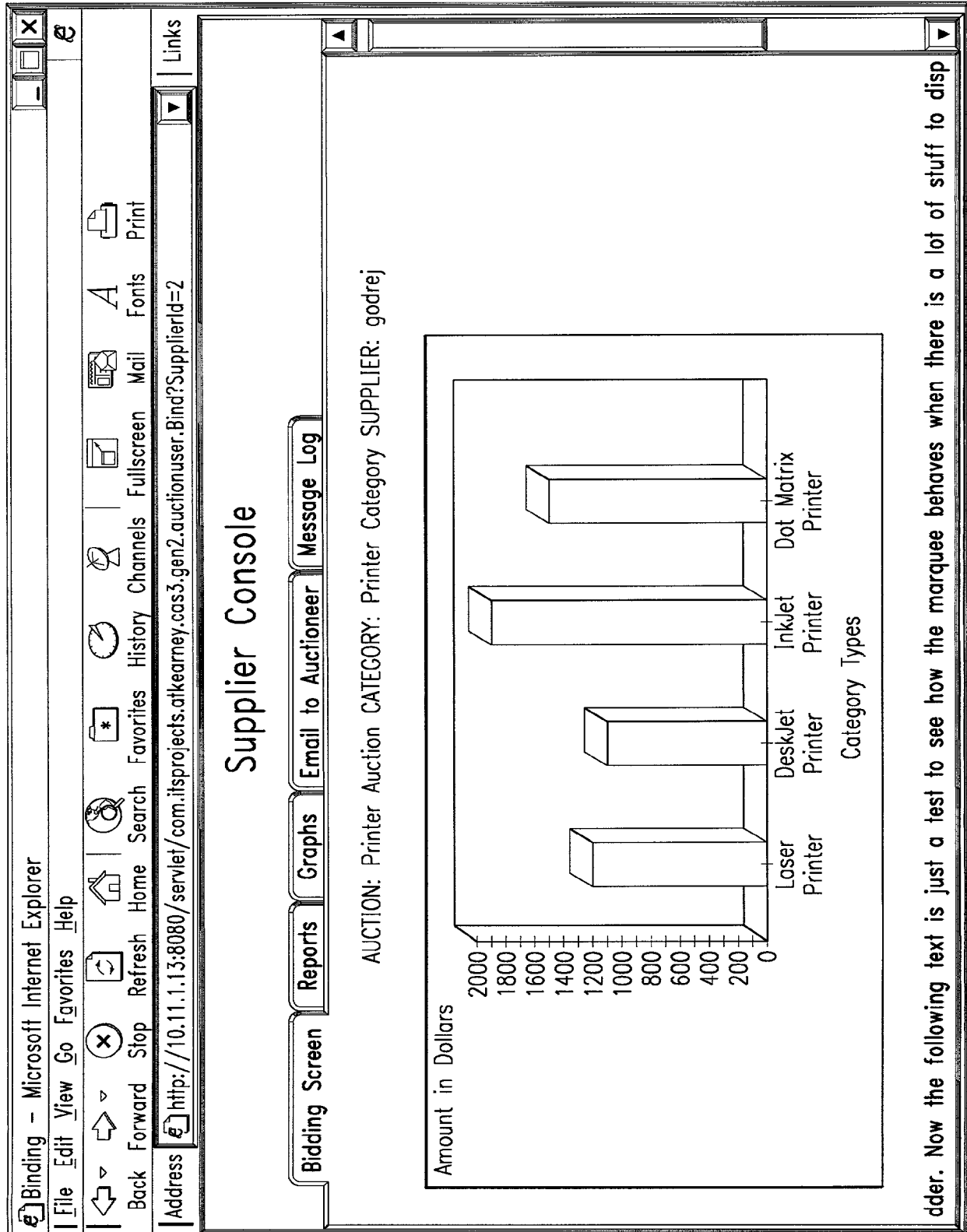


FIG. 32

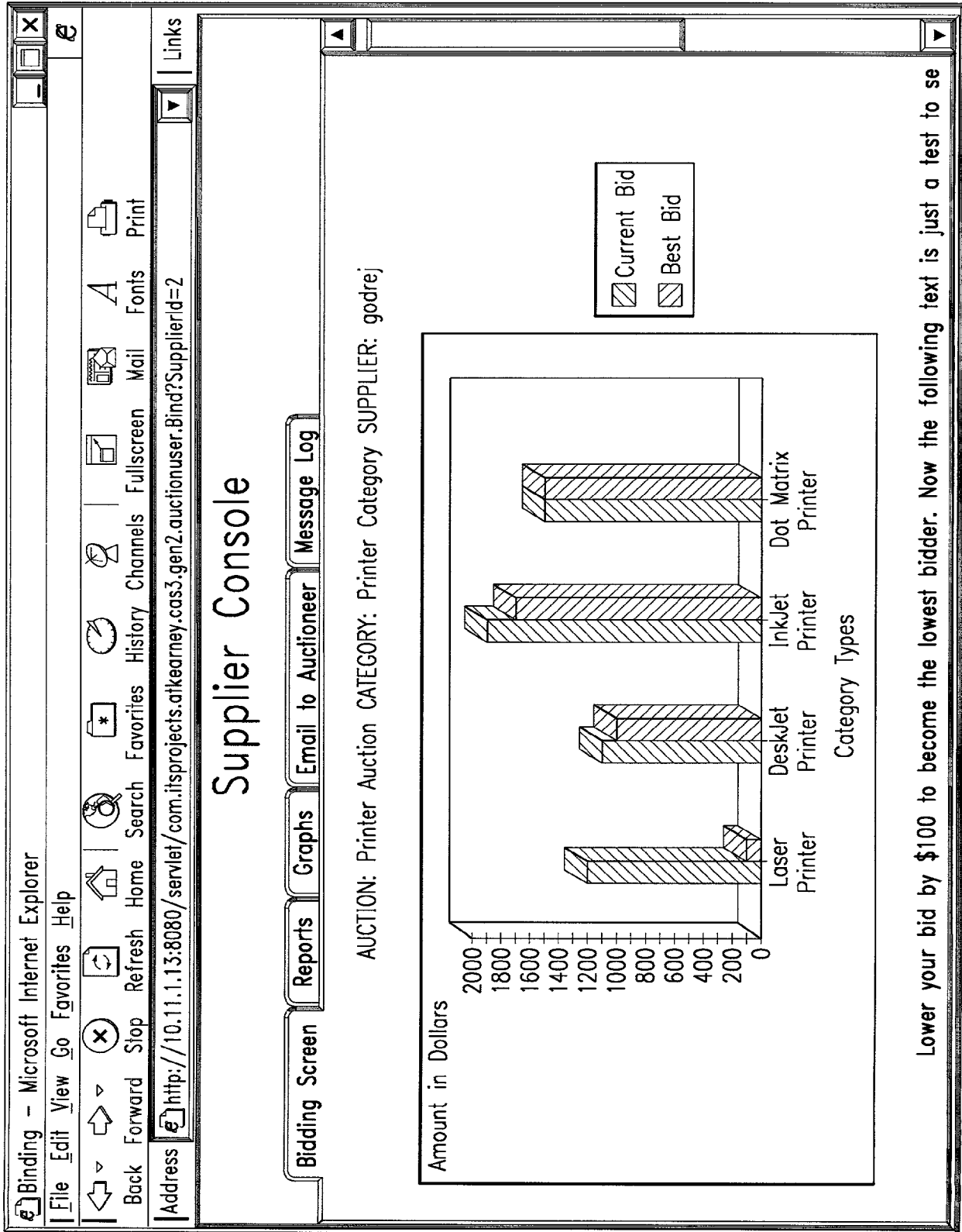


FIG. 33

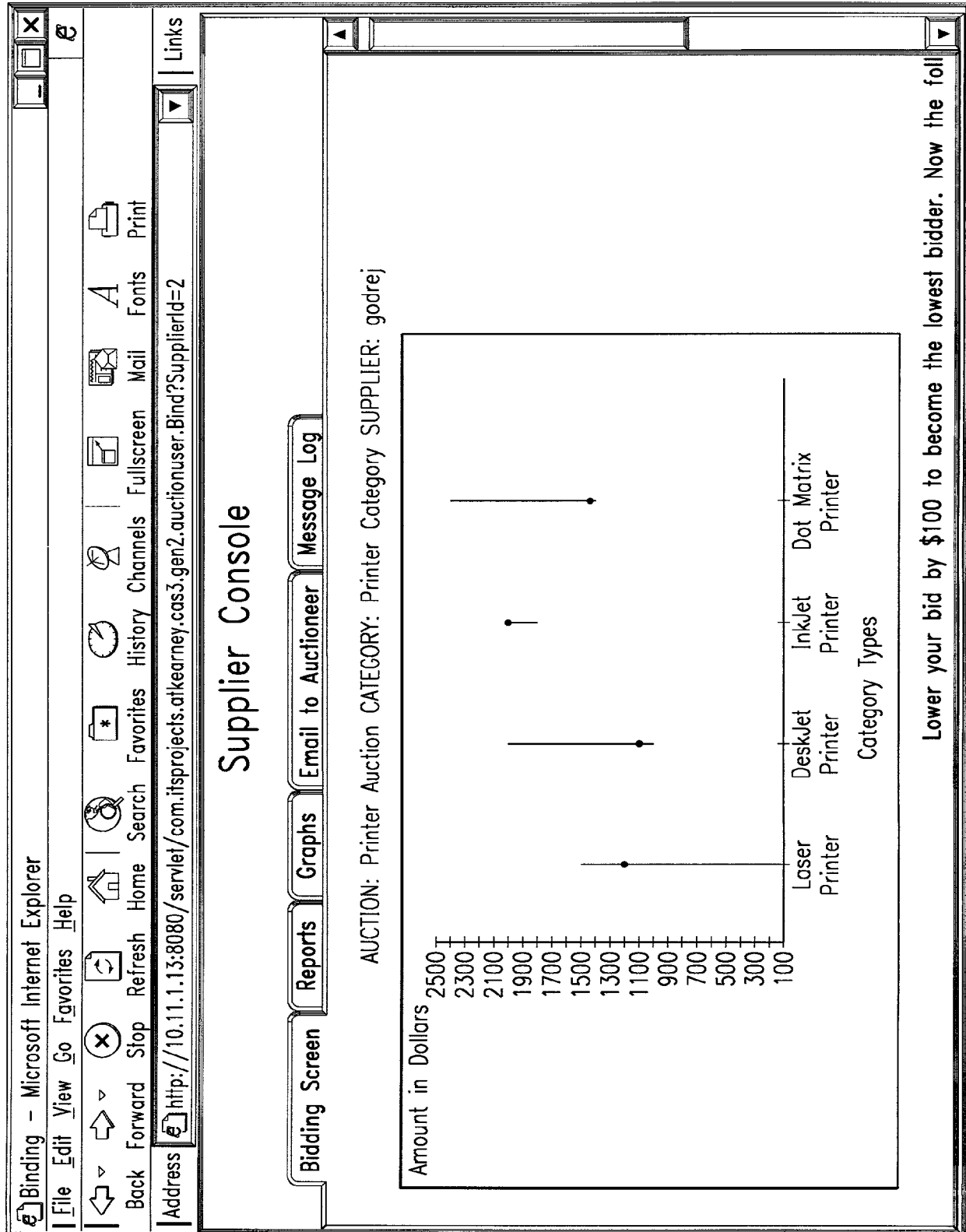


FIG. 34

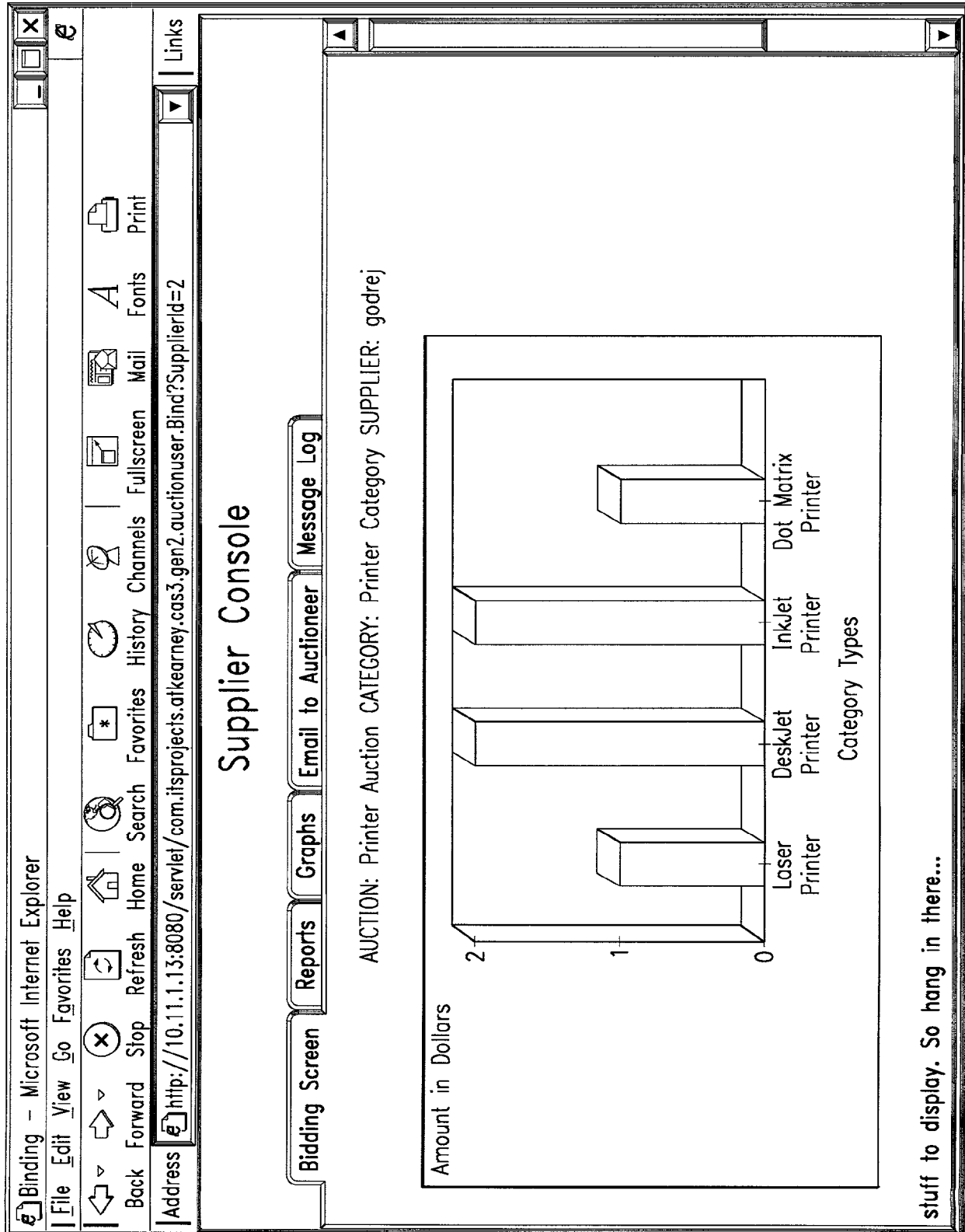


FIG. 35

